RSAC 2025 Conference

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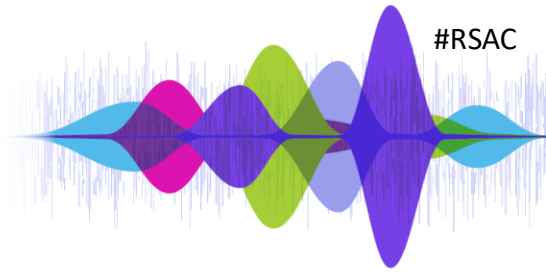
Wartime Resilience: How a Cybersecurity Provider Stayed Strong Under Fire

Reuven (Rubi) Aronashvili

Founder and CEO, CYE
Reuven (Rubi) Aronashvili | LinkedIn



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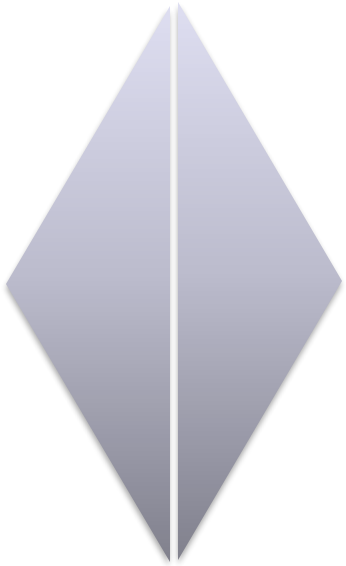
Picture This

From Challenge to Strength: Key Stats on Our Wartime Resilience

+380%
Cyberattack attempts

30%
of employees drafted

-40%
Drop in productivity during first two weeks after Oct. 7



55%
Rise in productivity in November

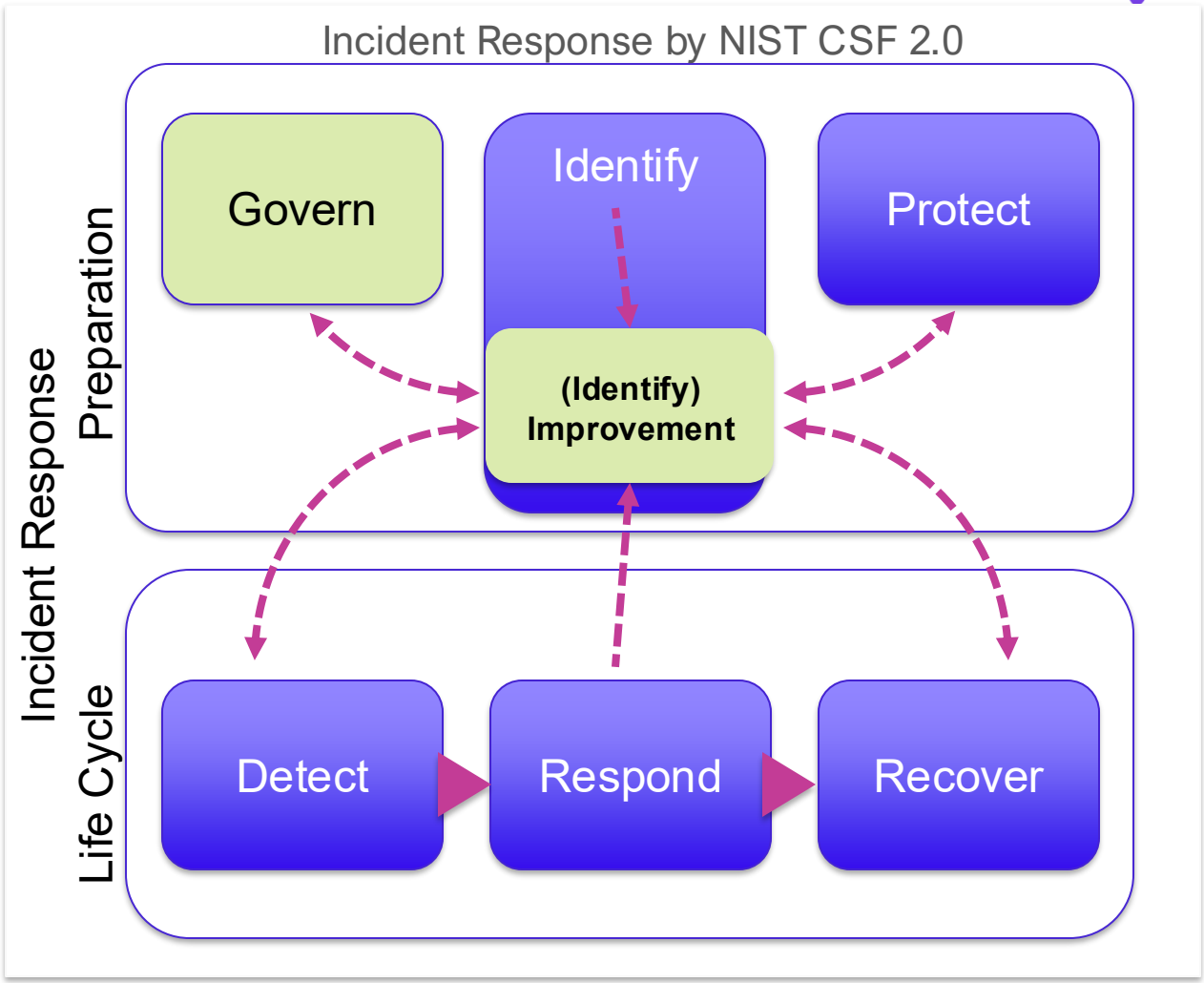
160%
Growth in ARR

Customers affected **0**

Managing Your Risk and Exposure Directly Impacts Your Incident Response Outcomes

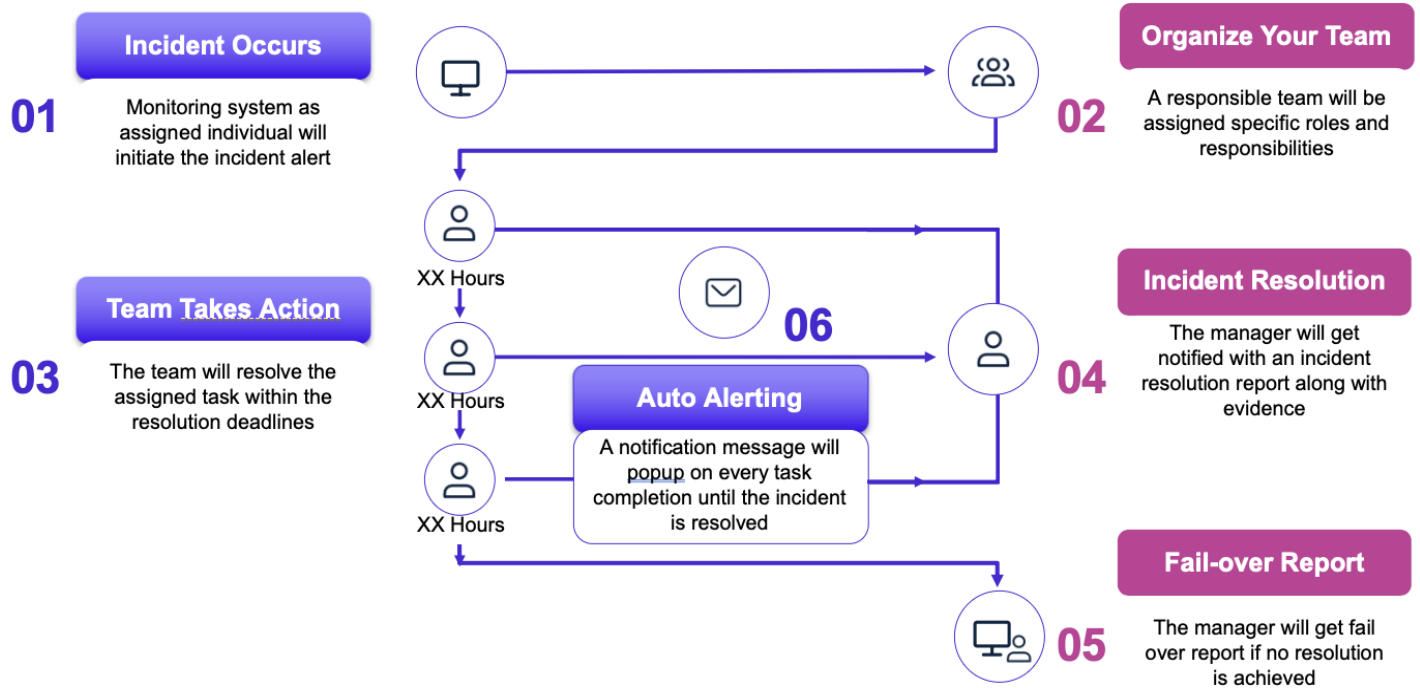
Key additions in NIST CSF 2.0:

- Addition of **Govern**: emphasizing **proactive security** to mitigate potential risk of cyber incidents.
- Focus on **continuous improvement in preparation** to better support IR capabilities



6 Strategies That Made Us Stronger

1. Business continuity plan activation
2. Threat modeling in context
3. Continuous adaptation
4. Fostering the human X-factor
5. Constant communication
6. Practice, practice, practice


Incident Occurs
01
Monitoring system as assigned individual will initiate the incident alert
Team Takes Action
03
The team will resolve the assigned task within the resolution deadlines
XX Hours
XX Hours
XX Hours
06
Auto Alerting
A notification message will popup on every task completion until the incident is resolved
Organize Your Team
02
A responsible team will be assigned specific roles and responsibilities
Incident Resolution
04
The manager will get notified with an incident resolution report along with evidence
Fail-over Report
05
The manager will get fail over report if no resolution is achieved

Strategy 1:

Business Continuity Plan Activation

Start With Preparation

01 Incident Occurs

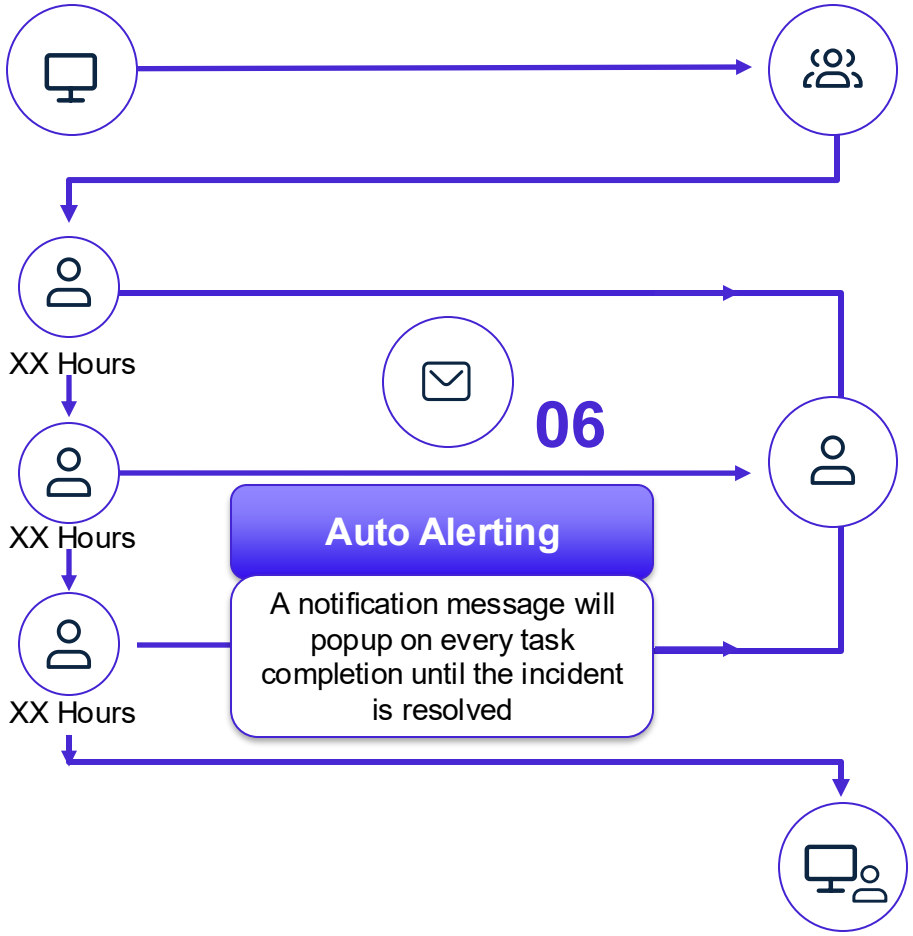
Monitoring system as assigned individual will initiate the incident alert

02 Organize Your Team

A responsible team will be assigned specific roles and responsibilities

03 Team Takes Action

The team will resolve the assigned task within the resolution deadlines



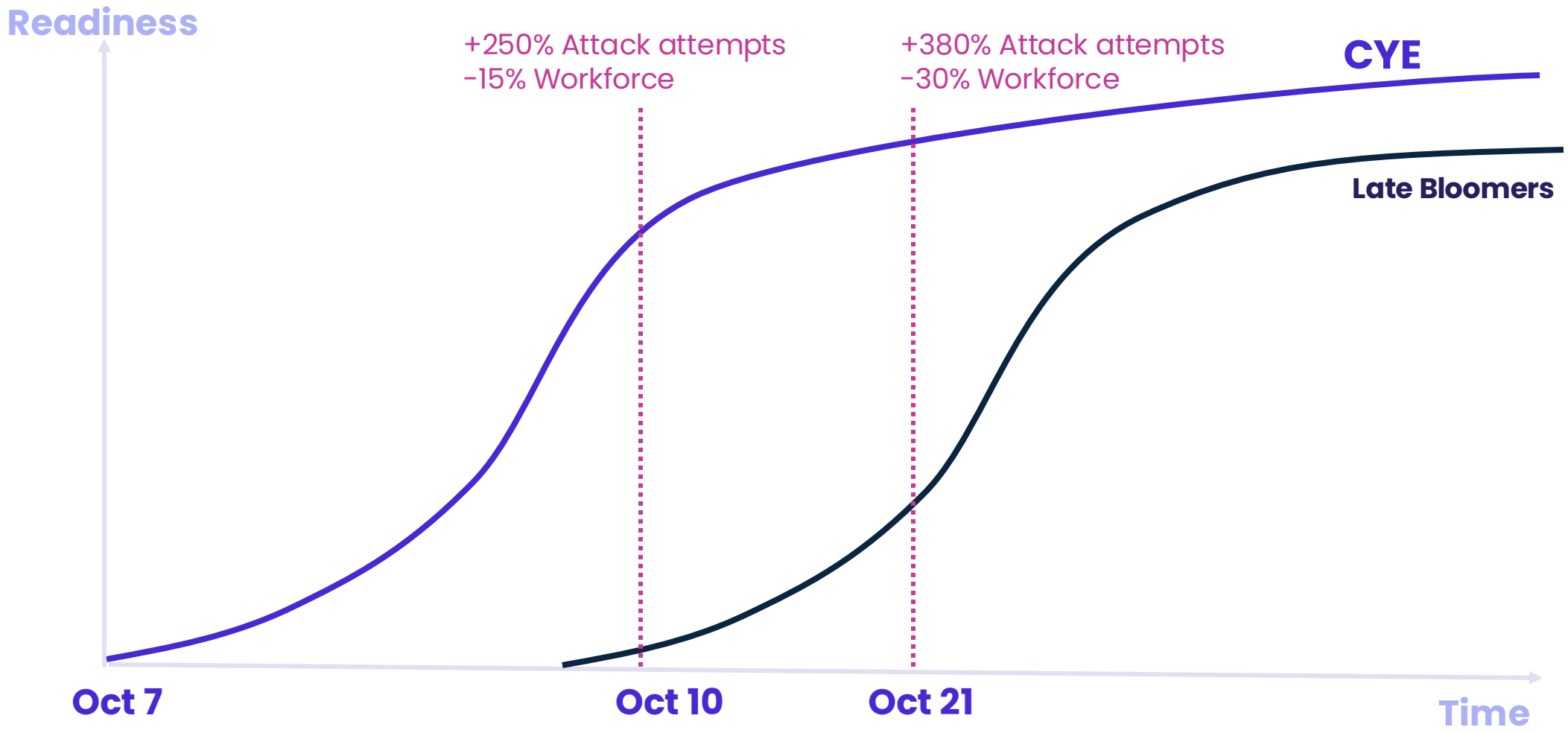
04 Incident Resolution

The manager will get notified with an incident resolution report along with evidence

05 Fail-over Report

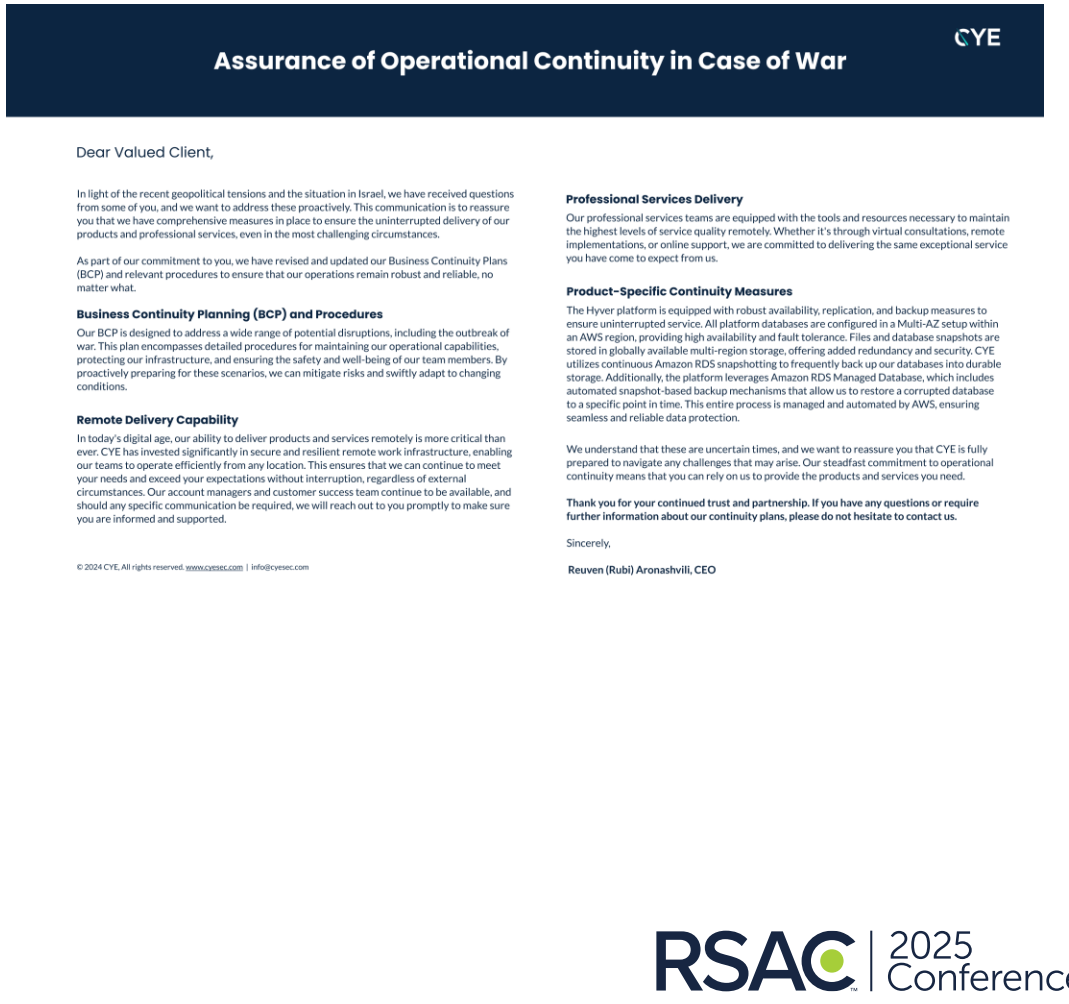
The manager will get fail over report if no resolution is achieved

Activating the Business Continuity Plan



Business Continuity Plan

- “In light of the recent geopolitical tensions and the situation in Israel…”
- Business continuity plans and procedures
- Remote delivery capability
- Professional services delivery
- Product-specific continuity measures
- “We understand that these are uncertain times, and we want to reassure you that **CYE is fully prepared to navigate any changes that may arise**.”



Assurance of Operational Continuity in Case of War

CYE

Dear Valued Client,

In light of the recent geopolitical tensions and the situation in Israel, we have received questions from some of you, and we want to address these proactively. This communication is to reassure you that we have comprehensive measures in place to ensure the uninterrupted delivery of our products and professional services, even in the most challenging circumstances.

As part of our commitment to you, we have revised and updated our Business Continuity Plans (BCP) and relevant procedures to ensure that our operations remain robust and reliable, no matter what.

Business Continuity Planning (BCP) and Procedures

Our BCP is designed to address a wide range of potential disruptions, including the outbreak of war. This plan encompasses detailed procedures for maintaining our operational capabilities, protecting our infrastructure, and ensuring the safety and well-being of our team members. By proactively preparing for these scenarios, we can mitigate risks and swiftly adapt to changing conditions.

Remote Delivery Capability

In today's digital age, our ability to deliver products and services remotely is more critical than ever. CYE has invested significantly in secure and resilient remote work infrastructure, enabling our teams to operate efficiently from any location. This ensures that we can continue to meet your needs and exceed your expectations without interruption, regardless of external circumstances. Our account managers and customer success team continue to be available, and should any specific communication be required, we will reach out to you promptly to make sure you are informed and supported.

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Professional Services Delivery

Our professional services teams are equipped with the tools and resources necessary to maintain the highest levels of service quality remotely. Whether it's through virtual consultations, remote implementations, or online support, we are committed to delivering the same exceptional service you have come to expect from us.

Product-Specific Continuity Measures

The Hyver platform is equipped with robust availability, replication, and backup measures to ensure uninterrupted service. All platform databases are configured in a Multi-AZ setup within an AWS region, providing high availability and fault tolerance. Files and database snapshots are stored in globally available multi-region storage, offering added redundancy and security. CYE utilizes continuous Amazon RDS snapshotting to frequently back up our databases into durable storage. Additionally, the platform leverages Amazon RDS Managed Database, which includes automated snapshot-based backup mechanisms that allow us to restore a corrupted database to a specific point in time. This entire process is managed and automated by AWS, ensuring seamless and reliable data protection.

We understand that these are uncertain times, and we want to reassure you that CYE is fully prepared to navigate any challenges that may arise. Our steadfast commitment to operational continuity means that you can rely on us to provide the products and services you need.

Thank you for your continued trust and partnership. If you have any questions or require further information about our continuity plans, please do not hesitate to contact us.

Sincerely,

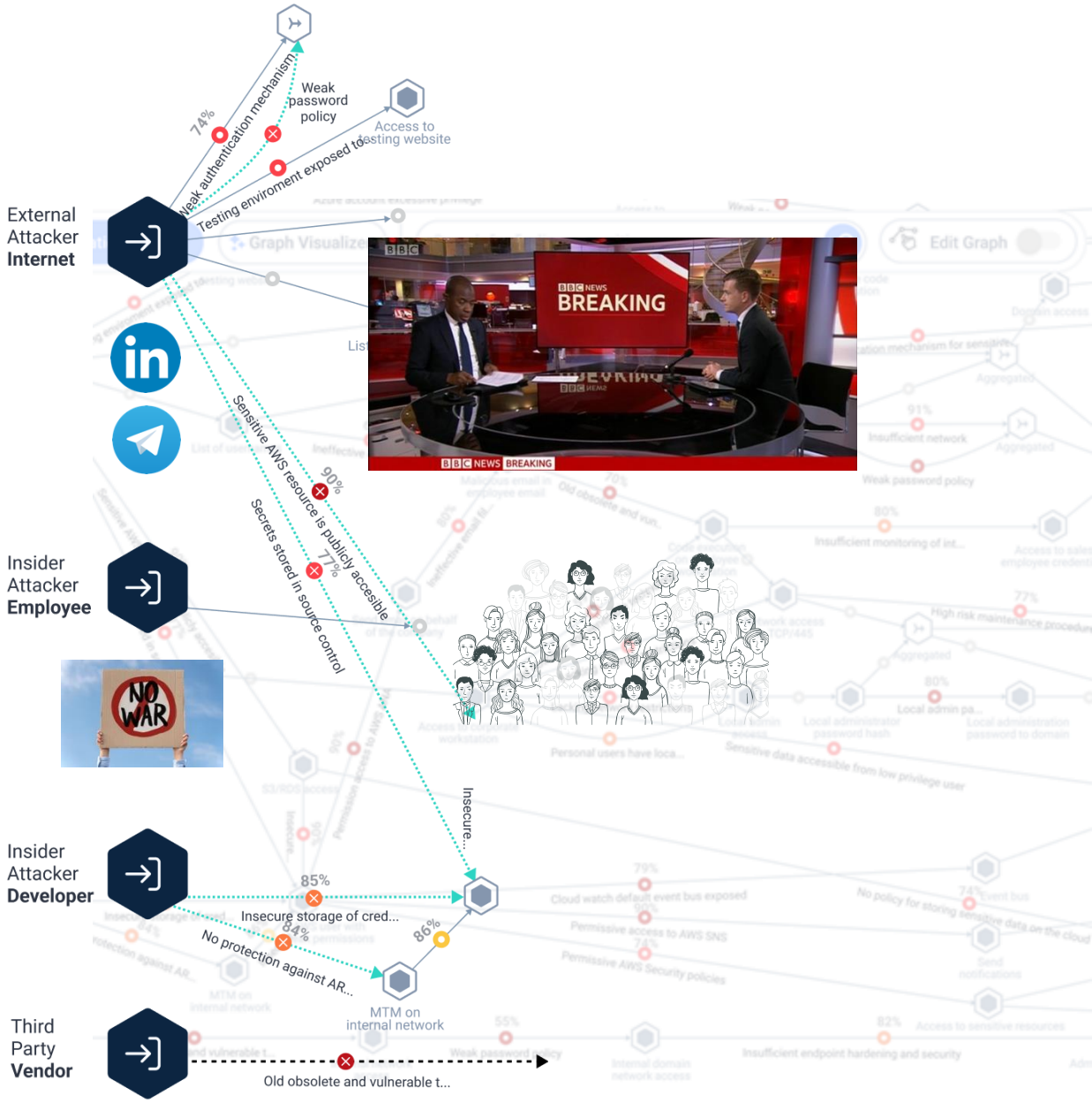
Reuven (Rubi) Aronashvili, CEO

Strategy 2:

Threat Modeling in Context

Know Your Adversary – Identify New Types of Threats

- Need clarity on your complete attack surface – internal, external (and their variants)
- Identify your weaknesses most likely to be exploited
- Understand the threat actor's TTPs in light of your entire organizational threat exposure



Focus on Your Business Assets

- Prioritize detection and response based on most effective actions
- With clarity on the business importance and financial impact of your most critical business assets

Strategy 3:

Continuous Adaptation

NEW Standard Operating Procedures

Network Connectivity in Safe Rooms

Strategy 4:

Fostering the Human X-Factor

Human Resilience

CYE
12,799 followers
1yr • Edited •

Even after 41 days of war in Israel, we stand proud!

At CYE, like many Israeli tech companies, many of our team members are on military reserve duty. Yet, this is where teamwork and Israeli tech agility shine.

Last month, we overachieved our delivery targets with a 0% delay, ensuring our customers received unwavering support 24/7💪.

Israeli tech delivers, no matter what!

With over 100 Israeli-listed companies on Nasdaq and 7,500 startups, our ecosystem showcases resilience and creativity.

As the world observes, Israel's resolve takes center stage.

We will continue to deliver, NO MATTER WHAT!

#tech #ecosystem #nomatterwhat #israeltech #istandwithisrael #cybersecurity Israeli tech delivers

Reuven (Rubi) Aronashvili • 1st
Founder and CEO at CYE
1yr •

At this time of horror and pain for the Israeli nation, we stand strong and united. I'm deeply touched by the overwhelming support from our customers, partners and friends all over the world. We will stay strong. we will prevail.

#StandWithIsrael #Unity #IsraelStrong #securityIsrael

276

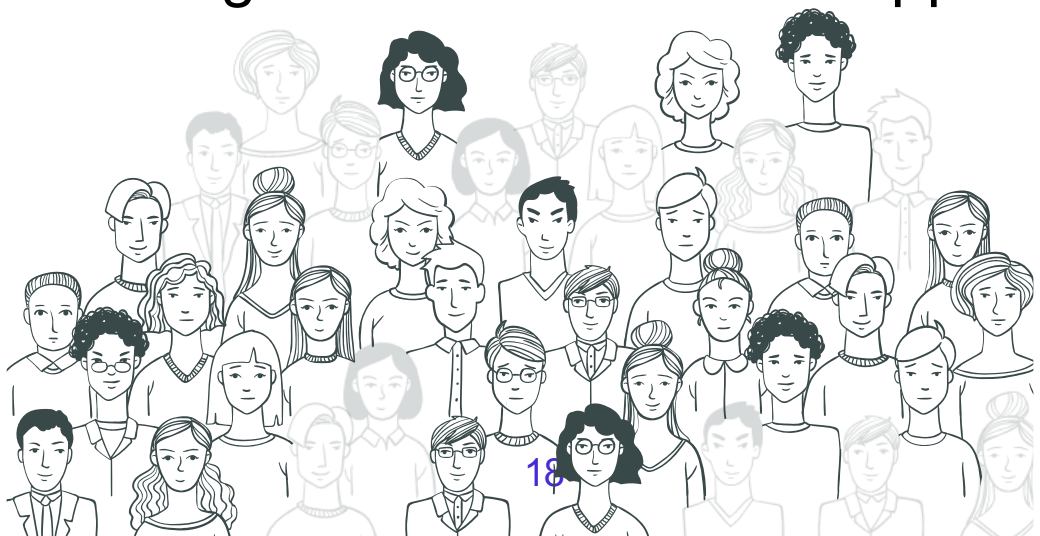
Israeli tech delivers

NO MATTER WHAT

#NoMatterWhat

Strengthening Human Resilience

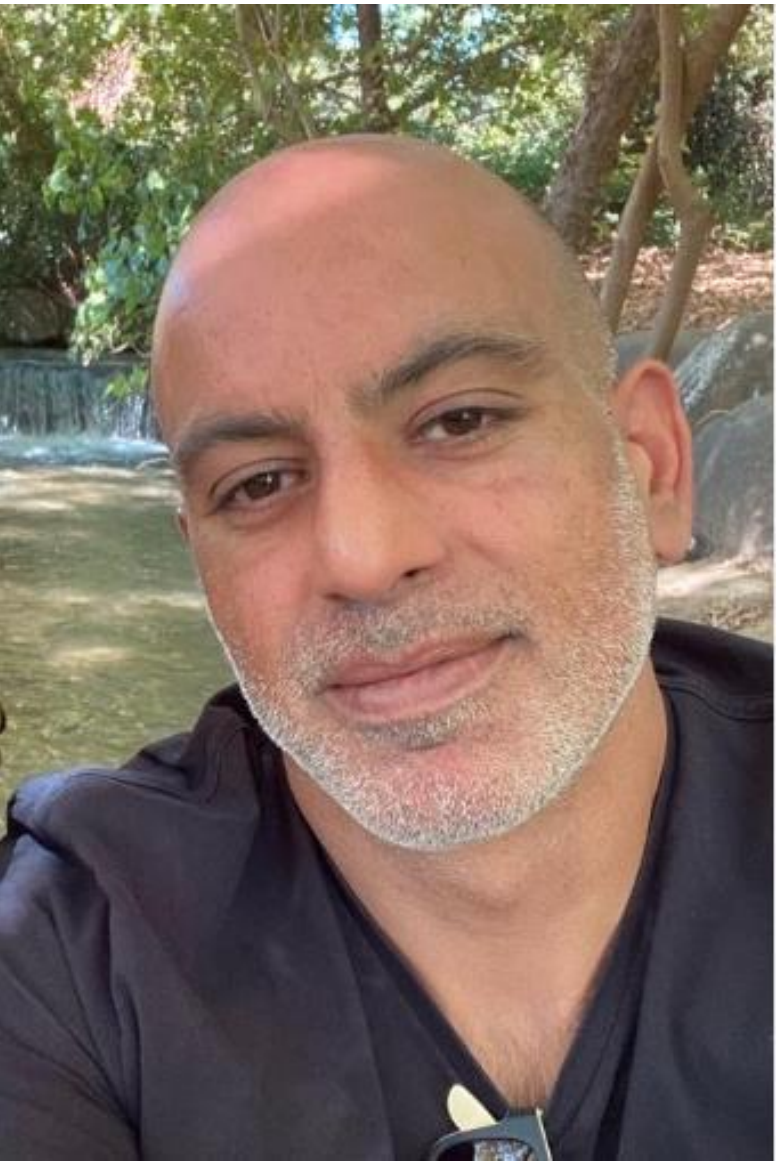
- Supported affected employees and fostered care
- Ensured safety for staff – maintained an open office policy.
- Provided mental health resources and counseling.
- Sent care packages for families of reservists.
- Offered flexible work arrangements and remote support.



Fostered a Culture of Care and Volunteering

CYE management helping farmers during the war

My Personal Story: Shlomi Ziv, Age 40



Strategy 5:

Constant Communication

Sympathy Fluctuation

Control the Narrative

No news = bad news.
Silence is viewed as lack of control.

Strategy 6:

Practice, Practice, Practice

The Power of Practice
WAX ON, WAX OFF.

Concluding With The 6 Strategies That Will Make YOU Stronger

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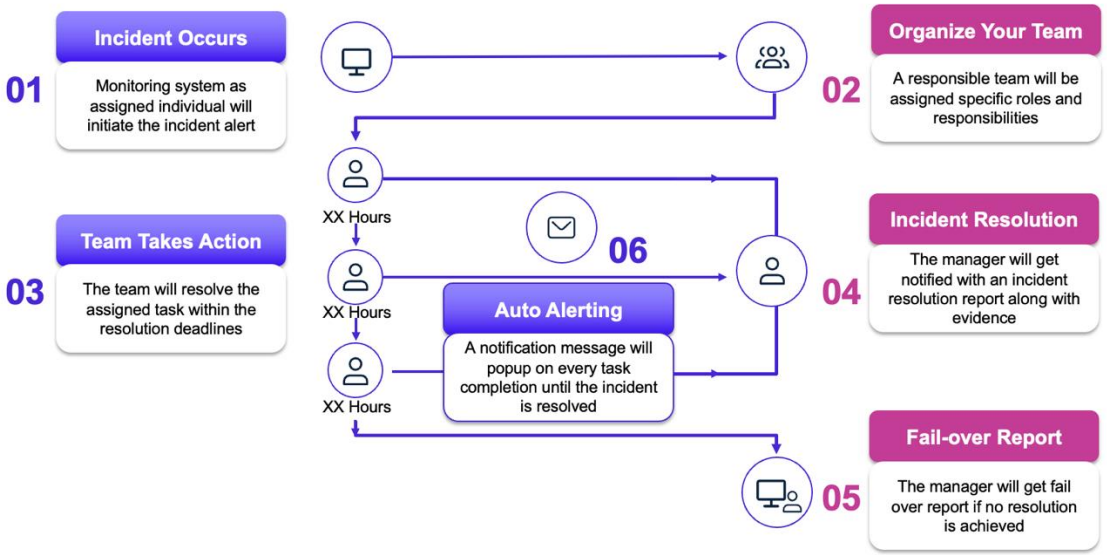
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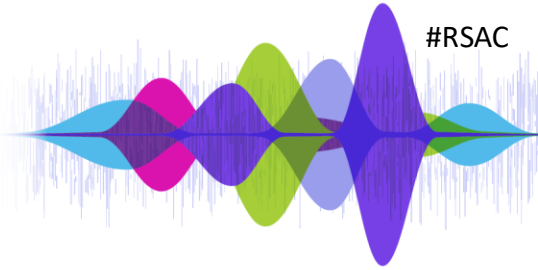
Apply What You Have Learned Today



- **Next week you should:**
  - Validate, adjust, or create your comprehensive business continuity plan.
- **In the first three months following this presentation, you should:**
  - Think about other elements that can negatively affect your business, including mental health issues.
  - Schedule a tabletop exercise.
  - Review SOPs and adapt them.
- **Within six months, you should:**
  - Have a BCP in place and communicate it to management.
  - Validate and adjust your BCP and SOPs in tabletop exercises.

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Thank You!

Questions? Booth #3432

reuven@cyesec.com

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